

INDEX FOR JMC VOLUMES 9 AND 10 (1996-1999)

AUTHOR INDEX

Author	Title	Issue/Date	Author	Title	Issue/Date
Ackoff, Russell L.	A Confederation of Professionals: INTERACT	9.1; May 1996	Gondhalekar, S.	Another Consultant and Gemba	9.3; May 1997
Ady, Robert	On Being Acquired	9.3; May 1997	Hagerty, Michael R.	A Powerful Tool for Diagnosis and Strategy	9.4; Nov 1997
Aguilar, Michael	Appraising Client Needs	9.1; May 1996	Harding, Charles E.	Client vs. Consultant: Fishbowl or Foxhole?	10.4; Nov 1999
Alexander, Dorothy	A Matter of Tone	9.2; Nov 1996		Using Ideas to Increase the Marketability of Your Firm	9.2; Nov 1996
	A Sea of Words, a Sea of Troubles	10.1; May 1998	Hattersley, Michael	Making Your Argument	10.1; May 1998
	Artful Dodgers	9.1; May 1996	Heaney, Patrick G.	Lessons from a Buyout	9.3; May 1997
	How Good Is Your Reader's Latin?	9.3; May 1997	Herman, Roger E.	Much of Practice Management Is Often Not Seen	9.1; May 1996
	That or Which—and Why	9.4; Nov 1997	Hyzy, Michael C.	Harnessing the Power of Electronic Information	9.1; May 1996
	The Great Providers	10.4; Nov 1999	Iandiorio, Joseph S.	Intellectual Property in Ownership Transfers	9.3; May 1997
	The Tin Ear	10.2; Nov 1998	Imai, Masaaki	A Consultant and Gemba	9.1; May 1996
	Whose?	10.3; May 1999	Kampmeier, Curt	How to Get and Keep More Business Owners as Clients	9.1; May 1996
Bardsley, Jackie	A Consultant's Guide to Internet E-Mail	9.2; Nov 1996			
Berggren, Eric G.	Using Money to Attract, Develop, and Retain Staff	10.4; Nov 1999	Kasambira Jr., Sy	Successful Management Consulting in Zimbabwe	10.3; May 1999
Bergholz, Harvey	Do More than Fix My Company: Clients' Hidden Expectations	10.4; Nov 1999	Kersey, Dallas M.	Understanding Clients: Fact or Anecdote?	10.4; Nov 1999
	Not-for-Profit Consulting	10.3; May 1999	Kielley, James E.	Options for Ownership Transfer	9.3; May 1997
Berry, Jay	A Way to Help Understand the Client Consulting's New Breed	10.4; Nov 1999	Langer, Steven	Compensation and Benefits in Consulting Firms	10.2; Nov 1998
	Does Management Consulting Really Have a Behavioral Side?	9.4; Nov 1997	Lantos, Peter R.	Consulting for Fun and Profit: A Tale of Two Consultants	9.1; May 1996
	Dinosaur—Return to the Future	10.3; May 1999			
	Good-Bye to the Lush Management Consulting Life?	9.2; Nov 1996	Lee, William B.	Marketing 101	10.2; Nov 1998
	Mr. Consultant/Businessman...	9.2; Nov 1996		New Opportunities, New Challenges	9.2; Nov 1996
	I Can't Place the Face	10.2; Nov 1998		Value-Added Fads from Passing Fancy to Eternal Truths	9.2; Nov 1996
	Transition at Booz+Allen & Hamilton	9.3; May 1997	Levy, Leslie	Action in the Boardroom	9.3; May 1997
	Women and Consulting—the Downside	10.1; May 1998	Light, Judith	Keys to Successful Communication	10.1; May 1998
Blumberg, Donald E.	On Filling the Role of Expert Witness	9.1; May 1996	Lipton, Mark	When Clients Resist Change	9.2; Nov 1996
Bobrow, Edwin E.	Consultants of the World Unite!	9.2; Nov 1996	Long, Carl	To Create Value, First Understand Your Client	10.4; Nov 1999
	Developing New Consulting Products	10.3; May 1999	Maister, David H.	It's About Time	9.2; Nov 1996
	Don't Be the Shoemaker Without Shoes	9.3; May 1997	Marsh, Virginia	The Unique Tasks of Transition	9.1; May 1996
	How to Be a Learning Individual	10.4; Nov 1999	Mills, D. Quinn	Emerging Business Realities: A New Paradigm for Consultants (Part One)	10.4; Nov 1999
	Poof! You're a Consultant	10.1; May 1998	Minto, Barbara	Think Your Way to Clear Writing (Part One)	10.1; Nov 1998
Bowers, William B.	Engaging Engagements: A Clients' Perspective	10.2; Nov 1998		Think Your Way to Clear Writing (Part Two)	10.4; Nov 1998
Brizz, Michael	The Ultimate Advantage	10.3; May 1999		Think Your Way to Clear Writing (Part Three)	10.3; May 1999
Broude, Paul D.	Going Public	10.1; May 1998	Morrell, Karen	Managing Retention at Deloitte Consulting	10.3; May 1999
Brown, F. William	An Approach to Organizational Intervention	9.3; May 1997	Newcum, Paul	Nonexperts Can Help Ensure the Success of Computer Projects	9.4; Nov 1997
Buckenmeyer, James A.	As Consultants We Created a Monster	10.1; May 1998	Page, Carole	How Clients Pick Management Consultants in Australia and New Zealand	10.2; Nov 1998
Bushko, David	Consulting's Future, Game Theory, and Storytelling	10.2; Nov 1998			
	Issues & Trends	9.4; Nov 1997	Parskey, Peggy	A Lesson in How to Attract New Clients	9.2; Nov 1996
	Issues & Trends	10.1; May 1998	Porth, Stephen J.	Researching Smaller Companies	9.4; Nov 1997
	Issues & Trends	10.2; Nov 1998	Press, Stanley	Crisis and Opportunity	9.4; Nov 1997
	Issues & Trends	10.3; May 1999	Pringle, Edward G.	Do Proprietary Tools Lead to Cookie-Cutter Consulting?	10.1; May 1998
	Issues & Trends	10.4; Nov 1999			
	New Opportunities, New Challenges	9.2; Nov 1996	Raynor, Michael	Big Firms and the Hawaii Effect	10.3; May 1999
	What Futurists Believe	9.3; May 1997		Consulting's Future, Game Theory, and Storytelling	9.4; Nov 1997
Canback, Staffan	The Logic of Management Consulting (Part One)	10.2; Nov 1998			
	The Logic of Management Consulting (Part Two)	10.3; May 1999		Issues & Trends	10.1; May 1998
Carey, James E.	Speak Out, Stand Out	10.2; Nov 1998		Issues & Trends	10.2; Nov 1998
Colclough, Julia	Single White Female	9.3; May 1997		Issues & Trends	10.3; May 1999
Conrow, Edmund H.	Consulting on High-Technology and Large-Scale Development Projects	10.3; May 1999		Issues & Trends	10.4; Nov 1999
		10.2; Nov 1998		New Opportunities, New Challenges	9.2; Nov 1996
Davis, George L.	Your Client Is Unique	9.3; May 1997		What Futurists Believe	9.3; May 1997
Degler, William P.	Engaging Engagements: A Client's Perspective	9.2; Nov 1996		A Matter of Tone	9.2; Nov 1996
Dodd, Nancy G.	An Approach to Organizational Intervention	10.4; Nov 1999		A Sea of Words, a Sea of Troubles	10.1; May 1998
Doorley, Thomas L.	Scale Is Our Challenge	10.1; May 1998		Artful Dodgers	9.1; May 1996
Drozdown, Nancy	Consulting in a Constellation of Advice-Givers	10.2; Nov 1998		How Good Is Your Reader's Latin?	9.3; May 1997
Dupre, John	Looking in the Mirror: Do We Practice What We Preach?	9.4; Nov 1997		That or Which—and Why	9.4; Nov 1997
		9.4; Nov 1997		The Great Providers	10.4; Nov 1999
Dwyer, Annette Felzani	Using Ideas to Increase the Marketability of Your Firm	9.2; Nov 1996		The Tin Ear	10.2; Nov 1998
		9.2; Nov 1996		Whose?	10.3; May 1999
Easley Jr., Charles E.	Client vs. Consultant? Fishbowl or Foxhole?	10.4; Nov 1999		A Russian's Perspective	9.4; Nov 1997
Freeman, Gerald M.	From Executive to Consultant and Back Again	10.1; May 1998	Rogalsky, George	Developing Strategy	10.3; May 1999
Friesen, G. Bruce	Emerging Business Realities: A New Paradigm for Consultants (Part One)	10.4; Nov 1999	Roth, Bernard N.	Researching Smaller Companies	9.4; Nov 1997
		10.4; Nov 1999	Saltis, Michael	Why and How Southwest Airlines Uses Consultants	10.2; Nov 1998
Fung, Mei Lin	Ethics: Ho-Hum? Or, Gotcha!	9.3; May 1997	Sartain, Libby		
Gibson, Melissa K.	Avoiding Intervention Pitfalls in International Consulting	10.1; May 1998			
		10.2; Nov 1998	Schaffer, Robert H.	Planning for Succession	9.3; May 1997
Gilmore, Thomas N.	Consulting in a Constellation of Advice-Givers	10.1; May 1998		Guest Editorial	10.1; May 1998
Goldman, Henry H.	Involve the CEO!	9.4; Nov 1997	Selcoe, Teri	Closing Down Your Practice	9.3; May 1997
		9.1; May 1996	Shays, E. Michael	Forecasting Backlog	9.4; Nov 1997
				Obedience to the Unenforceable	9.2; Nov 1996

INDEX FOR JMC VOLUMES 9 AND 10 (1996-1999)

AUTHOR INDEX

Author	Title	Issue/Date	Author	Title	Issue/Date
Ackoff, Russell L.	A Confederation of Professionals: INTERACT	9.1; May 1996	Gondhalekar, S.	Another Consultant and Gemba	9.3; May 1997
Ady, Robert	On Being Acquired	9.3; May 1997	Hagerty, Michael R.	A Powerful Tool for Diagnosis and Strategy	9.4; Nov 1997
Aguilar, Michael	Appraising Client Needs	9.1; May 1996	Harding, Charles E.	Client vs. Consultant: Fishbowl or Foxhole?	10.4; Nov 1999
Alexander, Dorothy	A Matter of Tone	9.2; Nov 1996		Using Ideas to Increase the Marketability of Your Firm	9.2; Nov 1996
	A Sea of Words, a Sea of Troubles	10.1; May 1998	Hattersley, Michael	Making Your Argument	10.1; May 1998
	Artful Dodgers	9.1; May 1996	Heaney, Patrick G.	Lessons from a Buyout	9.3; May 1997
	How Good Is Your Reader's Latin?	9.3; May 1997	Herman, Roger E.	Much of Practice Management Is Often Not Seen	9.1; May 1996
	That or Which—and Why	9.4; Nov 1997	Hyzy, Michael C.	Harnessing the Power of Electronic Information	9.1; May 1996
	The Great Providers	10.4; Nov 1999	Iandiorio, Joseph S.	Intellectual Property in Ownership Transfers	9.3; May 1997
	The Tin Ear	10.2; Nov 1998	Imai, Masaaki	A Consultant and Gemba	9.1; May 1996
	Whose?	10.3; May 1999	Kampmeier, Curt	How to Get and Keep More Business Owners as Clients	9.1; May 1996
Bardsley, Jackie	A Consultant's Guide to Internet E-Mail	9.2; Nov 1996			
Berggren, Eric G.	Using Money to Attract, Develop, and Retain Staff	10.4; Nov 1999	Kasambira Jr., Sy	Successful Management Consulting in Zimbabwe	10.3; May 1999
Bergholz, Harvey	Do More than Fix My Company: Clients' Hidden Expectations	10.4; Nov 1999	Kersey, Dallas M.	Understanding Clients: Fact or Anecdote?	10.4; Nov 1999
	Not-for-Profit Consulting	10.3; May 1999	Kielley, James E.	Options for Ownership Transfer	9.3; May 1997
Berry, Jay	A Way to Help Understand the Client Consulting's New Breed	10.4; Nov 1999	Langer, Steven	Compensation and Benefits in Consulting Firms	10.2; Nov 1998
	Does Management Consulting Really Have a Behavioral Side?	9.4; Nov 1997	Lantos, Peter R.	Consulting for Fun and Profit: A Tale of Two Consultants	9.1; May 1996
	Dinosaur—Return to the Future	10.3; May 1999			
	Good-Bye to the Lush Management Consulting Life?	9.2; Nov 1996	Lee, William B.	Marketing 101	10.2; Nov 1998
	Mr. Consultant/Businessman...	9.2; Nov 1996		New Opportunities, New Challenges	9.2; Nov 1996
	I Can't Place the Face	10.2; Nov 1998		Value-Added Fads from Passing Fancy to Eternal Truths	9.2; Nov 1996
	Transition at Booz+Allen & Hamilton	9.3; May 1997	Levy, Leslie	Action in the Boardroom	9.3; May 1997
	Women and Consulting—the Downside	10.1; May 1998	Light, Judith	Keys to Successful Communication	10.1; May 1998
Blumberg, Donald E.	On Filling the Role of Expert Witness	9.1; May 1996	Lipton, Mark	When Clients Resist Change	9.2; Nov 1996
Bobrow, Edwin E.	Consultants of the World Unite!	9.2; Nov 1996	Long, Carl	To Create Value, First Understand Your Client	10.4; Nov 1999
	Developing New Consulting Products	10.3; May 1999	Maister, David H.	It's About Time	9.2; Nov 1996
	Don't Be the Shoemaker Without Shoes	9.3; May 1997	Marsh, Virginia	The Unique Tasks of Transition	9.1; May 1996
	How to Be a Learning Individual	10.4; Nov 1999	Mills, D. Quinn	Emerging Business Realities: A New Paradigm for Consultants (Part One)	10.4; Nov 1999
	Poof! You're a Consultant	10.1; May 1998	Minto, Barbara	Think Your Way to Clear Writing (Part One)	10.1; Nov 1998
Bowers, William B.	Engaging Engagements: A Clients' Perspective	10.2; Nov 1998		Think Your Way to Clear Writing (Part Two)	10.4; Nov 1998
Brizz, Michael	The Ultimate Advantage	10.3; May 1999		Think Your Way to Clear Writing (Part Three)	10.3; May 1999
Broude, Paul D.	Going Public	10.1; May 1998	Morrell, Karen	Managing Retention at Deloitte Consulting	10.3; May 1999
Brown, F. William	An Approach to Organizational Intervention	9.3; May 1997	Newcum, Paul	Nonexperts Can Help Ensure the Success of Computer Projects	9.4; Nov 1997
Buckenmeyer, James A.	As Consultants We Created a Monster	10.1; May 1998	Page, Carole	How Clients Pick Management Consultants in Australia and New Zealand	10.2; Nov 1998
Bushko, David	Consulting's Future, Game Theory, and Storytelling	10.2; Nov 1998			
	Issues & Trends	9.4; Nov 1997	Parskey, Peggy	A Lesson in How to Attract New Clients	9.2; Nov 1996
	Issues & Trends	10.1; May 1998	Porth, Stephen J.	Researching Smaller Companies	9.4; Nov 1997
	Issues & Trends	10.2; Nov 1998	Press, Stanley	Crisis and Opportunity	9.4; Nov 1997
	Issues & Trends	10.3; May 1999	Pringle, Edward G.	Do Proprietary Tools Lead to Cookie-Cutter Consulting?	10.1; May 1998
	Issues & Trends	10.4; Nov 1999			
	New Opportunities, New Challenges	9.2; Nov 1996	Raynor, Michael	Big Firms and the Hawaii Effect	10.3; May 1999
	What Futurists Believe	9.3; May 1997		Consulting's Future, Game Theory, and Storytelling	9.4; Nov 1997
Canback, Staffan	The Logic of Management Consulting (Part One)	10.2; Nov 1998			
	The Logic of Management Consulting (Part Two)	10.3; May 1999		Issues & Trends	10.1; May 1998
Carey, James E.	Speak Out, Stand Out	10.2; Nov 1998		Issues & Trends	10.2; Nov 1998
Colclough, Julia	Single White Female	9.3; May 1997		Issues & Trends	10.3; May 1999
Conrow, Edmund H.	Consulting on High-Technology and Large-Scale Development Projects	10.3; May 1999		Issues & Trends	10.4; Nov 1999
		10.2; Nov 1998		New Opportunities, New Challenges	9.2; Nov 1996
Davis, George L.	Your Client Is Unique	9.3; May 1997		What Futurists Believe	9.3; May 1997
Degler, William P.	Engaging Engagements: A Client's Perspective	9.2; Nov 1996		A Matter of Tone	9.2; Nov 1996
Dodd, Nancy G.	An Approach to Organizational Intervention	10.4; Nov 1999		A Sea of Words, a Sea of Troubles	10.1; May 1998
Doorley, Thomas L.	Scale Is Our Challenge	10.1; May 1998		Artful Dodgers	9.1; May 1996
Drozdown, Nancy	Consulting in a Constellation of Advice-Givers	10.2; Nov 1998		How Good Is Your Reader's Latin?	9.3; May 1997
Dupre, John	Looking in the Mirror: Do We Practice What We Preach?	9.4; Nov 1997		That or Which—and Why	9.4; Nov 1997
		9.4; Nov 1997		The Great Providers	10.4; Nov 1999
Dwyer, Annette Felzani	Using Ideas to Increase the Marketability of Your Firm	9.2; Nov 1996		The Tin Ear	10.2; Nov 1998
		9.2; Nov 1996		Whose?	10.3; May 1999
Easley Jr., Charles E.	Client vs. Consultant? Fishbowl or Foxhole?	10.4; Nov 1999		A Russian's Perspective	9.4; Nov 1997
Freeman, Gerald M.	From Executive to Consultant and Back Again	10.1; May 1998	Rogalsky, George	Developing Strategy	10.3; May 1999
Friesen, G. Bruce	Emerging Business Realities: A New Paradigm for Consultants (Part One)	10.4; Nov 1999	Roth, Bernard N.	Researching Smaller Companies	9.4; Nov 1997
		10.4; Nov 1999	Saltis, Michael	Why and How Southwest Airlines Uses Consultants	10.2; Nov 1998
Fung, Mei Lin	Ethics: Ho-Hum? Or, Gotcha!	10.1; May 1998	Sartain, Libby		
Gibson, Melissa K.	Avoiding Intervention Pitfalls in International Consulting	10.2; Nov 1998			
		10.2; Nov 1998	Schaffer, Robert H.	Planning for Succession	9.3; May 1997
Gilmore, Thomas N.	Consulting in a Constellation of Advice-Givers	10.1; May 1998		Guest Editorial	10.1; May 1998
Goldman, Henry H.	Involve the CEO!	9.4; Nov 1997	Selcoe, Teri	Closing Down Your Practice	9.3; May 1997
		9.1; May 1996	Shays, E. Michael	Forecasting Backlog	9.4; Nov 1997
				Obedience to the Unenforceable	9.2; Nov 1996

Author	Title	Issue/Date	Author	Title	Issue/Date
Shultz, Dana H.	A Consultant's Guide to Internet E-Mail	9.2; Nov 1996	Washburn, Stewart A.	Costs of Doing Business for Solo Practitioners and Small Firms	9.1; May 1996
Simonetto, Michael	Managing Retention at Deloitte Consulting	10.3; May 1999		Challenge and Renewal	9.2; Nov 1996
Skarke, M. Gary	Value-Added Fads from Passing Fancy to Eternal Truths	9.2; Nov 1996		Developing Strategy	10.3; May 1999
Stocker, Shilpa	Training Future Consultants	9.1; May 1996		Establishing Referral Sources	10.1; May 1998
Stone, Edward A.	Strategic Options for the Smaller Firm	9.4; Nov 1997	Weiss, Alan	The Many Ways to Lure Prospective Clients	9.2; Nov 1996
Stough, Stanley J.	As Consultants We Created a Monster	10.2; Nov 1998		The 13 Cardinal Sins	9.2; Nov 1996
Venardos, Thomas J.	Ethics: Ho-Hum? Or, Gotcha!	10.1; May 1998		There Is Less to Managing a Consulting Practice than Meets the Eye	9.1; May 1996
Vicira, Walter E.	Consulting on Change Management in South Asia	9.3; May 1997	Zabrosky, Alex W.	The Art of Writing an Engagement Letter	10.3; May 1999
			Zander, Josh	An American's Perspective	9.4; Nov 1997

SUBJECT INDEX

Subject	Title	Author(s)	Issue/Date
Aging and personal performance	Issues & Trends	David Bushko, Michael Raynor	10.3; May 1999
AnswerThink	Big Firms and the Hawaii Effect	Michael Raynor	10.3; May 1999
Argumentation	Making Your Argument	Michael Hattersley	10.1; May 1998
Australia	How Clients Pick Management Consultants in Australia and New Zealand	Carole Page	10.2; Nov 1998
Backlog	Forecasting Backlog	E. Michael Shays	9.4; Nov 1997
Benefits	Compensation and Benefits in Consulting Firms	Steven Langer	10.2; Nov 1998
Best practices	Poof! You're a Consultant	Edwin E. Bobrow	10.2; Nov 1998
Board of directors, consulting firm	Action in the Boardroom	Leslie Levy	9.3; May 1997
	Crisis and Opportunity	Stanley Press	9.4; Nov 1997
Booz•Allen & Hamilton	Transition at Booz•Allen & Hamilton	Jay Berry	9.3; May 1997
Bullets, in writing	Issues & Trends	David Bushko, Michael Raynor	10.2; Nov 1998
Business data, non-U.S.	Researching Smaller Companies	Stephen J. Porth, Michael Saltis	9.4; Nov 1997
Business data, U.S.	Researching Smaller Companies	Stephen J. Porth, Michael Saltis	9.4; Nov 1997
Buyout	Lessons from a Buyout	Patrick G. Heaney	9.3; May 1997
	Options for Ownership Transfer	James E. Kieley	9.3; May 1997
	Planning for Succession	Robert H. Schaffer	9.3; May 1997
Career change	Good-Bye to the Lush Management Consulting Life?	Jay Berry	10.2; Nov 1998
CEO involvement	Involve the CEO!	Henry H. Goldman	9.1; May 1996
Certification of management consultants	Consultants of the World Unite!	Edwin E. Bobrow	10.3; May 1999
Change, client readiness for	When Clients Resist Change	Mark Lipton	9.2; Nov 1996
Change, implementing	When Clients Resist Change	Mark Lipton	9.2; Nov 1996
Client acquisition	Engaging Engagements: A Client's Perspective	William B. Bowers, William P. Degler	10.4; Nov 1999
	The Many Ways to Lure Prospective Clients	Stewart A. Washburn	9.2; Nov 1996
Client evaluation	A Way to Help Understand the Client	Jay Berry	10.4; Nov 1999
Client feedback	Understanding Clients: Fact or Anecdote?	Dallas M. Kersey	10.4; Nov 1999
	Why and How Southwest Airlines Uses Consultants	Libby Sartain	10.2; Nov 1998
Client goals	Client vs. Consultant: Fishbowl or Foxhole?	Charles E. Easley, Jr., Charles E. Harding	10.4; Nov 1999
	To Create Value, First Understand Your Client	Carl Long	10.4; Nov 1999
Client industry trends	Dinosaur—Return to the Future	Jay Berry	9.2; Nov 1996
Client industry, familiarity with	Your Client Is Unique	George L. Davis	10.4; Nov 1999
Client management of consultants	Consulting in a Constellation of Advice-Givers	Nancy Drodzow, Thomas N. Gilmore	9.4; Nov 1997
Client needs	Appraising Client Needs	Michael Aguilar	9.1; May 1996
	Do More Than Fix My Company: Clients' Hidden Expectations	Harvey Bergholz	10.4; Nov 1999
	Understanding Clients: Fact or Anecdote?	Dallas M. Kersey	10.4; Nov 1999
Client orientation	There Is Less to Managing a Consulting Practice Than Meets the Eye	Alan Weiss	9.1; May 1996
	Understanding Clients: Fact or Anecdote?	Dallas M. Kersey	10.4; Nov 1999
Client planning and implementation of plans	Emerging Business Realities: A New Paradigm for Consultants	D. Quinn Mills, G. Bruce Friesen	10.4; Nov 1999
Client preparation and proposals	Engaging Engagements: A Client's Perspective	William B. Bowers, William P. Degler	10.4; Nov 1999
Client readiness for change	To Create Value, First Understand Your Client	Carl Long	10.4; Nov 1999
Client relations	Client vs. Consultant: Fishbowl or Foxhole?	Charles E. Easley Jr., Charles E. Harding	10.4; Nov 1999
	Engaging Engagements: A Client's Perspective	William B. Bowers, William P. Degler	10.4; Nov 1999
	The Ultimate Advantage	Michael Brizz	10.1; May 1998
	Why and How Southwest Airlines Uses Consultants	Libby Sartain	10.2; Nov 1998
Client relations, psychodynamics of	Do More Than Fix My Company: Clients' Hidden Expectations	Harvey Bergholz	10.4; Nov 1999
	Looking in the Mirror: Do We Practice What We Preach?	John Dupre	9.4; Nov 1997
Client satisfaction	Issues & Trends	David Bushko, Michael Raynor	10.3; May 1999
Clients, business owners	How to Get and Keep More Business Owners as Clients	Curt Kampmeier	9.1; May 1996
Clients, technology impact	Emerging Business Realities: A New Paradigm for Consultants (Part One)	D. Quinn Mills, G. Bruce Friesen	10.4; Nov 1999
Closing a practice	Closing Down Your Practice	Teri Selcoe	9.3; May 1997
Communication	Keys to Successful Communication	Judith Light	10.1; May 1998
Communication, nonverbal	Keys to Successful Communication	Judith Light	10.1; May 1998
Compensation	Compensation and Benefits in Consulting Firms	Steven Langer	10.2; Nov 1998
	Using Money to Attract, Develop, and Retain Staff	Eric G. Berggren	10.4; Nov 1999
Compensation and benefits, survey of	Compensation and Benefits in Consulting Firms	Steven Langer	10.2; Nov 1998
Compensation, cash	Using Money to Attract, Develop, and Retain Staff	Eric G. Berggren	10.4; Nov 1999
Competing Values Framework	An Approach to Organizational Intervention	F. William Brown, Nancy G. Dodd	10.1; May 1998
Computer projects	Nonexperts Can Help Ensure the Success of Computer Projects	Paul Newcum	9.4; Nov 1997
Confrontation meeting	Avoiding Intervention Pitfalls in International Consulting	Melissa K. Gibson	10.2; Nov 1998
Consultant roles	To Create Value, First Understand Your Client	Carl Long	10.4; Nov 1999
Consulting fads	Value-Added Fads from Passing Fancy to Eternal Truths	William B. Lec, M. Gary Skarke	9.2; Nov 1996

Subject	Title	Author(s)	Issue/Date
Consulting firm intellectual capital	Using Ideas to Increase the Marketability of Your Firm	Annette Felzani Dwyer, Charles F. Harding	9.2; Nov 1996
Consulting firm management, nonbillable time	It's About Time	David H. Maister	9.2; Nov 1996
Consulting firm merger & acquisition	On Being Acquired	Robert Ady	9.3; May 1997
Consulting in Russia	Options for Ownership Transfer	James E. Kieley	9.3; May 1997
	A Russian's Perspective	George Rogalsky	9.4; Nov 1997
	An American's Perspective	Josh Zander	9.4; Nov 1997
Consulting in South Asia	Another Consultant and Gemba	S. Gondhalekar	9.3; May 1997
	Consulting on Change Management in South Asia	Walter E. Vieira	9.3; May 1997
Consulting in Zimbabwe	Successful Management Consulting in Zimbabwe	Sy Kasambira, Jr.	10.3; May 1999
Consulting to nonprofits	Not-for-Profit Consulting	Harvey Bergholz	10.3; May 1999
Consulting, value of	Guest Editorial	Robert H. Schaffer	10.1; May 1998
	To Create Value, First Understand Your Client	Carl Long	10.4; Nov 1999
Costs of doing business	Costs of Doing Business for Solo Practitioners and Small Firms	Stewart A. Washburn	9.1; May 1996
Creativity	A Lesson in How to Attract New Clients	Peggy Parskey	9.2; Nov 1996
DA Consulting Group	Consulting's New Breed	Jay Berry	9.4; Nov 1997
Development projects, large scale	Consulting on High-Technology and Large-Scale Development Projects	Edmund H. Conrow	10.2; Nov 1998
Diagnosis	A Powerful Tool for Diagnosis and Strategy	Michael R. Hagerty	9.4; Nov 1997
Diversity	Scale Is Our Challenge	Thomas L. Doorley III	10.2; Nov 1998
Editor's Forum	A Glimpse of Our Future		10.2; Nov 1998
Educating clients	Guest Editorial	Robert H. Schaffer	10.1; May 1998
Engagement letter	The Art of Writing an Engagement Letter	Alex W. Zabrosky	10.3; May 1999
Ethical standards	Ethics: Ho-Hum? Or, Gotcha!	Thomas J. Venardos, Mei Lin Fung	10.1; May 1998
Ethics, professional	Obedience to the Unenforceable	E. Michael Shays	9.2; Nov 1996
Ethnocentrism	Avoiding Intervention Pitfalls in International Consulting	Melissa K. Gibson	10.2; Nov 1998
Europe, accounting firms in	A Glimpse of Our Future	Editor's Forum	10.2; Nov 1998
Expert witness	On Filling the Role of Expert Witness	Donald F. Blumberg	9.2; Nov 1996
Fantasy Consulting	On Being Acquired	Robert Ady	9.3; May 1997
Fees, amount	Why and How Southwest Airlines Uses Consultants	Libby Sartain	10.2; Nov 1998
Flowcharts	A Powerful Tool for Diagnosis and Strategy	Michael R. Hagerty	9.4; Nov 1997
Forecasts	Issues & Trends	David Bushko, Michael Raynor	10.2; Nov 1998
Future scenarios	The Logic of Management Consulting (Part Two)	Staffan Canback	10.3; May 1999
Gemba	A Consultant and Gemba	Masaaki Imai	9.1; May 1996
	Another Consultant and Gemba	S. Gondhalekar	9.3; May 1997
Headings, in writing	Think Your Way to Clear Writing (Part Two)	Barbara Minto	10.2; Nov 1998
History of management consulting	Challenge and Renewal	Stewart A. Washburn	9.2; Nov 1996
	The Logic of Management Consulting (Part One)	Staffan Canback	10.2; Nov 1998
Human resources consulting	Does Management Consulting Really Have a Behavioral Side?	Jay Berry	10.3; May 1999
Implementation	Consulting's New Breed	Jay Berry	9.4; Nov 1997
Information technology	Harnessing the Power of Electronic Information	Michael C. Hyzy	9.1; May 1996
Intellectual property, protection of	Intellectual Property in Ownership Transfers	Joseph S. Landiorio	9.3; May 1997
INTERACT	A Confederation of Professionals: INTERACT	Russell L. Ackoff	9.1; May 1996
International consulting	Avoiding Intervention Pitfalls in International Consulting	Melissa K. Gibson	10.2; Nov 1998
Internet	A Consultant's Guide to Internet E-Mail	Jackie Bardsley, Dana H., Shultz	9.2; Nov 1996
	Harnessing the Power of Electronic Information	Michael C. Hyzy	9.1; May 1996
Issues & Trends	Consulting's Future, Game Theory, and Storytelling	David Bushko, Michael Raynor	9.4; Nov 1997
	Issues & Trends	David Bushko, Michael Raynor	10.1; May 1998
	Issues & Trends	David Bushko, Michael Raynor	10.3; May 1999
	Issues & Trends	David Bushko, Michael Raynor	10.4; Nov 1999
	New Opportunities, New Challenges	David Bushko, William Lee, Michael Raynor	9.2; Nov 1996
	What Futurists Believe	David Bushko, Michael Raynor	9.3; May 1997
Kaizen	A Consultant and Gemba	Masaaki Imai	9.1; May 1996
Knowledge management	Issues & Trends	David Bushko, Michael Raynor	10.2; Nov 1998
KPMG	Big Firms and the Hawaii Effect	Michael Raynor	10.3; May 1999
Law business, accounting firms entry into	A Glimpse of Our Future	Editors' Forum	10.2; Nov 1998
Legal issues	The Art of Writing an Engagement Letter	Alex W. Zabrosky	10.3; May 1999
Logic structure	Making Your Argument	Michael Hattersley	10.1; May 1998
	Think Your Way to Clear Writing (Part One)	Barbara Minto	10.1; May 1998
Management consultant's role and tasks	Scale Is Our Challenge	Thomas L. Doorley III	10.2; Nov 1998
Management consulting, economic rationale for	The Logic of Management Consulting (Part Two)	Staffan Canback	10.3; May 1999
Management fads	Value-Added Fads from Passing Fancy to Eternal Truths	William B. Lee, M. Gary Skarke	9.2; Nov 1996
Manager as consultant	From Executive to Consultant and Back Again	Gerald M. Freeman	10.1; May 1998
Manager-consultant transition	From Executive to Consultant and Back Again	Gerald M. Freeman	10.1; May 1998
Marketing of management consulting	Marketing 101	Peter R. Lantos	10.2; Nov 1998
Mergers and acquisitions	A Glimpse of Our Future	Editor's Forum	10.2; Nov 1998
Microsoft	Emerging Business Realities: A New Paradigm for Consultants (Part One)	D. Quinn Mills, G. Bruce Friesen	10.4; Nov 1999
Mitchell Madison Group	Big Firms and the Hawaii Effect	Michael Raynor	10.3; May 1999
Multinational practice	Transition at Booz*Allen & Hamilton	Jay Berry	9.3; May 1997
Multiple consultants	Consulting in a Constellation of Advice-Givers	Nancy Drozdow, Thomas N. Gilmore	9.4; Nov 1997
New Zealand	How Clients Pick Management Consultants in Australia and New Zealand	Carole Page	10.2; Nov 1998
Organizational development	As Consultants We Created a Monster	James A. Buckenmyer, Stanley J. Stough	10.2; Nov 1998
Planning, personal	Don't Be the Shoemaker Without Shoes	Edwin E. Bobrow	9.4; Nov 1997
Practice development	Consulting for Fun and Profit: A Tale of Two Consultants	Peter R. Lantos	9.1; May 1996
Practice tools	Do Proprietary Tools Lead to Cookie-Cutter Consulting?	Edward G. Pringle	10.1; May 1998
Product development, consulting	Developing New Consulting Products	Edwin E. Bobrow	9.3; May 1997

<i>Subject</i>	<i>Title</i>	<i>Author(s)</i>	<i>Issue/Date</i>
Professional development	How to Be a Learning Individual	Edwin E. Bobrow	10.1; May 1998
Public speaking	Speak Out, Stand Out	James E. Carey	9.3; May 1997
Quality of life	Good-Bye to the Lush Management Consulting Life?	Jay Berry	10.2; Nov 1998
Referrals	Establishing Referral Sources	Stewart A. Washburn	10.1; May 1998
Reorganization	Transition at Booz•Allen & Hamilton	Jay Berry	9.3; May 1997
Researching smaller companies	Researching Smaller Companies	Stephen J. Porth, Michael Saltis	9.4; Nov 1997
Retention of consultants	Big Firms and the Hawaii Effect	Michael Raynor	10.3; May 1999
	Managing Retention at Deloitte Consulting	Karen Morrell, Michael Simonetto	10.3; May 1999
	Using Money to Attract, Develop, and Retain Staff	Eric G. Berggren	10.4; Nov 1999
Retirement	Closing Down Your Practice	Teri Selcoe	9.3; May 1997
Scale, large	Scale Is Our Challenge	Thomas L. Doorley III	10.2; Nov 1998
Selection of consultants	How Clients Pick Management Consultants in Australia and New Zealand	Carole Page	10.2; Nov 1998
Self-examination	Looking in the Mirror: Do We Practice What We Preach?	John Dupre	9.4; Nov 1997
	Much of Practice Management Is Often Not Seen	Roger E. Herman	9.1; May 1996
Self-management	Much of Practice Management Is Often Not Seen	Roger E. Herman	9.1; May 1996
Selling management consulting	The 13 Cardinal Sins	Alan Weiss	9.2; Nov 1996
Smaller consulting firms	Strategic Options for the Smaller Firm	Edward A. Stone	9.4; Nov 1997
Southwest Airlines	Why and How Southwest Airlines Uses Consultants	Libby Sartain	10.2; Nov 1998
Standards, consulting	Guest Editorial	Robert H. Schaffer	10.1; May 1998
Standards, enforcement	Guest Editorial	Robert H. Schaffer	10.1; May 1998
Stock sale, public	Going Public	Paul D. Broude	9.3; May 1997
Strategic planning	Developing Strategy	Bernard N. Roth, Stewart A. Washburn	10.3; May 1999
	Strategic Options for the Smaller Firm	Edward A. Stone	9.4; Nov 1997
Strategy, business	A Powerful Tool for Diagnosis and Strategy	Michael R. Hagerty	9.4; Nov 1997
Stress, personal	Good-Bye to the Lush Management Consulting Life?	Jay Berry	10.2; Nov 1998
Success factors	Poof! You're a Consultant	Edwin E. Bobrow	10.2; Nov 1998
Succession	Lessons from a Buyout	Patrick G. Heaney	9.3; May 1997
	Options for Ownership Transfer	James E. Kielley	9.3; May 1997
	Planning for Succession	Robert H. Schaffer	9.3; May 1997
Team training and development	As Consultants We Created a Monster	James A. Buckenmyer, Stanley J. Stough	10.2; Nov 1998
Technology projects, high	Consulting on High-Technology and Large-Scale Development Projects	Edmund H. Conrow	10.2; Nov 1998
Training management consultants	Training Future Consultants	Shilpa Stocker	9.1; May 1996
Transaction cost	The Logic of Management Consulting (Part One)	Staffan Canback	10.2; Nov 1998
	The Logic of Management Consulting (Part Two)	Staffan Canback	10.3; May 1999
Transitions	The Unique Tasks of Transition	Virginia Marsh	9.1; May 1996
Travel	Single White Female	Julia Colclough	10.3; May 1999
Trend analysis	Issues & Trends	David Bushko, Michael Raynor	10.2; Nov 1998
	Issues & Trends	David Bushko, Michael Raynor	10.3; May 1999
Truthfulness	Looking in the Mirror: Do We Practice What We Preach?	John Dupre	9.4; Nov 1997
Uniform body of knowledge	Consultants of the World Unite!	Edwin E. Bobrow	10.3; May 1999
Value creation	Scale Is Our Challenge	Thomas L. Doorley III	10.2; Nov 1998
Values	Mr. Consultant/Businessman ... I Can't Place the Face	Jay Berry	10.1; May 1998
Women in consulting	Single White Female	Julia Colclough	10.3; May 1999
	Women and Consulting—the Downside	Jay Berry	9.1; May 1996
Writing	A Matter of Tone	Dorothy Alexander, Albert Rivett	9.2; Nov 1996
	A Sea of Words, a Sea of Troubles	Dorothy Alexander, Albert Rivett	10.1; May 1998
	Artful Dodgers	Dorothy Alexander, Albert Rivett	9.1; May 1996
	How Good Is Your Reader's Latin?	Dorothy Alexander, Albert Rivett	9.3; May 1997
	That or Which—and Why	Dorothy Alexander, Albert Rivett	9.4; Nov 1997
	The Great Providers	Dorothy Alexander, Albert Rivett	10.4; Nov 1999
	The Tin Ear	Dorothy Alexander, Albert Rivett	10.2; Nov 1998
	Think Your Way to Clear Writing (Part Two)	Barbara Minto	10.2; Nov 1998
	Think Your Way to Clear Writing (Part One)	Barbara Minto	10.1; May 1998
	Think Your Way to Clear Writing (Part Three)	Barbara Minto	10.3; May 1999
	Whose?	Dorothy Alexander, Albert Rivett	10.3; May 1999
Writing: Logic structure	Think Your Way to Clear Writing (Part Two)	Barbara Minto	10.2; Nov 1998
	Think Your Way to Clear Writing (Part Three)	Barbara Minto	10.3; May 1999